

## WHY VIETNAM

- The Bilateral Trade Agreement has removed high tariff and other trade barriers between the US and Vietnam.
- Vietnam's World Trade Organization ascension leads into great access for US companies' products and services in Vietnamese market.
- Vietnam is one of 10 top countries that exports furniture to the US.
- Vietnam's furniture exports quoted a record US\$1.93 billion last year with US and EU as its main markets.
- Due to the limited natural resources, Vietnamese companies are importing lumber, veneer... to produce furniture and wooden articles for export.
- Vietnamese Woodworking companies are also looking for American technology, design and marketing cooperation.

## WHO SHOULD PARTICIPATE

- Furniture/Home Accessories Importers, Outsourcing Agents, Wholesalers/Distributors
- Woodworking machinery/Lumber Exporters
- Investors/Manufacturers

**WHEN** March 12 to 18, 2008

## WHERE

Ho Chi Minh City (formerly Saigon)

## HOW TO REGISTER

- Fax the information request form to:  
**801-306-2363**
- Email to: **vietgroupusa@vietgroup.net**

## REGISTRATION DEADLINES:

Dec. 15<sup>th</sup>, 2007 for exhibitors  
Feb. 15<sup>th</sup>, 2008 for visitors

## OBJECTIVES

The US Trade Mission to Vietnam will provide its participants with opportunities to:

- Outsource and Buy quality and competitively-priced products in Vietnam.
- Promote and Sell US products/services related to the woodworking industry to potential Vietnamese buyers

## FEATURING

- Visit the First **INTERNATIONAL FURNITURE & ACCESSORY FAIR 2008**, organized by the Handicraft & Wood Industry Association of Ho Chi Minh City.
- Participate in various Roundtable Discussion /Networking sessions with Vietnamese manufacturers.
- Visit selected manufacturers.
- Meet with pre-qualified, selected Vietnamese vendors/ buyers.

## SERVICES

- Pre-trip orientation – Visa application fee.
- Round trip/Economy Intl. air ticket from San Francisco/ Los Angeles to HCM City, Vietnam on **Cathay Pacific Airways**.
- Lodging (international standards - single occupancy/air-conditioned)
- Three Meals daily in Vietnam (excluding alcoholic beverages)
- Ground Transportation in Vietnam for scheduled events.
- Meeting Coordination - Consulting Services
- Interpretation for scheduled activities.
- City tours
- Post trip follow-up services for 6 months.

## COST

\$2,850.00 per participant  
(10% discount for members of supporting organizations or registered by Feb. 1<sup>st</sup>, 2006)

## INFORMATION REQUEST FORM

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Tel.: \_\_\_\_\_ Fax.: \_\_\_\_\_

Email: \_\_\_\_\_

Line of Business: \_\_\_\_\_

My company is interested in :

- \_\_\_\_\_ joining the **US Trade Mission** to Vietnam, scheduled from **March 12<sup>th</sup> to 18<sup>th</sup>, 2008** (\$2,850.00 per person)
- \_\_\_\_\_ renting a booth to market our products/services at the Vietnam Intl. Furniture & Accessories Fair 2008. (\$900.00 per 9 sqm. booth)

My company's objectives in Vietnam are:

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

Number of participants: \_\_\_\_\_

Please send me an **information/ registration packet**.

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

Please fax the completed form to:

**VIETNAM RESOURCE GROUP**  
**Fax.: 801-306-2363**

## BASIC INFORMATION & DATA

### 1. Geography:

Location: Southeast Asia –325,360 sq. km (land)  
Capital: Ha Noi  
Main cities: HoChi Minh (Saigon), Hai Phong,  
Da Nang, Can Tho  
Main Ports: Hai Phong and Saigon

### 2. Demography:

Population: 83 millions (est. 2005),  
65% under 25 years old  
Annual growth rate: 1.75%.  
Religion: Buddhism, Confucianism, Catholic..  
Language: Vietnamese and local dialects  
Ethnic Structure: 54 ethnic groups  
Literacy rate: 90.3%

### 3. US Vietnam Trade Statistics (2005)

	Import From VN	Export to VN
- Food & Live animals:	1,034,071	126,291
- Beverage & Tobacco:	762	4,434
- Crude Material, except fuel:	42,374	144,603
- Minerals, fuels, lubricants:	608,761	8,088
- Animal & Veg. Oils:	485	215
- Chemical Products:	13,634	147,403
- Manufactured Goods:	214,275	67,169
- Machinery & Transport:	242,361	584,991
- Misc. Articles:	4,436,048	98,447
<b>TOTAL=</b>	<b>6,630,149</b>	<b>1,191,757</b>

(in thousands of US dollars)

Source: US Census Bureau

### VIETNAM RESOURCE GROUP

*A Founding Member of  
The US Vietnam Chamber of Commerce*

The Vietnam Resource Group, LLC (VRG) – a private consulting firm - was organized in April 1994 after the lifting of the US trade embargo. Our goals are to identify and develop business and cooperation opportunities between Vietnamese and American companies and organizations.

VRG includes over 20 Vietnamese-American and American professionals with various backgrounds and experience (legal, human resources, IT, management, investment, trading, tourism..)

To achieve its objectives, VRG relies on a combination of business and cross-cultural experience with established networks and resources in the United States and in Vietnam.

[www.vietgroup.net](http://www.vietgroup.net)



*For more information, please contact:*

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## US TRADE MISSION TO VIETNAM

*In conjunction with*

## The Vietnam International Furniture & Home Accessory Fair 2008

**March 12<sup>th</sup> to 18<sup>th</sup>, 2008**

*Supported by:*

The Furniture World Magazine  
The US Vietnam Chamber of Commerce  
The Global Business Roundtable  
The Federation of International Trade Associations  
The Handicraft & Wood Industry Association of  
HCM City.  
The Trade Service Co. of the Vietnam Chamber of  
Commerce & Industry.

*Organized & Coordinated by:*

The Vietnam Resource Group, LLC

